

Automated Builder 1992 Editorial Index

Index to feature articles that appeared in the January through December 1992 Editions of *Automated Builder*.

Key: Roman numerals in parenthesis before each item indicate the type of company covered in the articles: (I) Production Builder, (II) Panelized Home Builder, (III) HUD-Code (Mobile) Home Manufacturer, (IV) Modular Home Manufacturer, (V) Component Manufacturer, (VI) Commercial Building (Special Unit) Manufacturer, (VII) Dealer/Builders. Some firms operate more than one kind of business—in this index they are classified according to article content.

NOTE: Back issues and reprints of articles are available as supplies permit from *Automated Builder*. If requested articles are more than six months old, copies are more easily obtained direct from *Automated Builder's* microfilm service at a nominal charge. Contact: University Microfilms, 300 N. Zeeb Rd., Ann Arbor, MI 48106-1346. Telephone: (313) 761-4700.

January 1992 (Vol. 29, No. 1) Exclusive "State of the Industry" Report

- Overall housing production dropped 17% in 1991. Page 12.
- (II) Quality Homes Spell Success for SSG's Sales to Israel
Shelter Systems Group executives talk about the firm's method for packing its exported panelized home packages for easy unloading when the homes reach Israel. Page 15.
- (II) Panelizer Exporting Townhomes to Poland; Studying Market
Keith Anthony, a Maryland-based panelized homebuilder is shipping townhomes to Poland while crediting the Panel Shop from Menasco Systems for helping him keep pace. Page 20.
- Upbeat BSC Crowd Gets Foreign Trade, Energy Info
400 home producers and exhibitors gathered for Showcase '91. Page 24.
- ASI Trailers Builds No. 500
Automation Sales Inc.'s history and philosophy. Page 28.
- (II) Eagle's Nest Homes Offers Start-Up Opportunity
Eagle's Nest Homes, Canton, GA, announced an opportunity for builders. Page 30.
- Automated Builder's 1992 Buyer's Guide
Annual listing of products and services of companies serving the industrialized housing builders of North America. Product Directory, Page 34. Company Directory 40.
- Housing Industry Mourns Passing of 3 Giants
Richard James Dye, Robert Martin Englebrecht and Earl Schuette died last fall. Page 49.
- 'Energy Trends' Study Focuses on Computer Use
Compares home-building computer use in three nations. Page 50.

New Civil Rights Law Affects Builders

James A. Reardon, consultant, looks at the new law's impact on builders. Page 51.

February 1992 (Vol. 29, No. 2)

- (VI) MMOA Set to Meet in Florida Feb. 26-28
The Mobile Modular Office Assn. previews its annual convention in Fort Lauderdale, FL. Page 17.
- (V) Building Component Producers Need to Attend BCMC '92
Report from Robert Ward, president, Wood Truss Council of America, BCMC co-sponsor. Page 17.
- New Heat Pump Boosts Efficiency 33%, Cuts Noise 50%.

A new split-system heat pump by Nordyne. Page 20.

Product Spotlight: Windows & Doors

Manufacturers show off their best products. Page 32.

Single-Screw Locksets Install as Easy as Light Bulbs

Automated Builder recently put the new locksets from Pacific Hardware Sales to the test. Page 34.

Industrial Coalition Working to Put America Back on Top

The Coalition for American Industrial Ascendancy wants to be a focal point for the revival of the U.S. industry. Page 36.

Where Top Industrialized Building Producers Exported in '91

Israel was the recipient for most of the home packages, followed Germany, Japan, Korea, Mexico and Spain. Page 40.

New Book Defines Automated Building

"Dictionary/Encyclopedia of Industrialized Housing" by Don O. Carlson clarifies little-known industry. Page 43.

Plastic Lumber Companies of North America

Plastic lumber and related firms that process and/or distribute recycled plastic products (courtesy Plastics News). Page 46.

PMHA, MHI Holding OEM Supplier Show in June

Original Equipment Manufacturer Supplier Show scheduled for June 17-18 in Hershey, PA. Page 47.

Estimating Software 1 Reason for Success Last Year—Firm

ABV Construction credits estimating software from Workhorses Inc. for making 1991 big. Page 50.

Reports From Companies Making Industrialized Housing Go!

Weather Shield Manufacturing.—Page 12; Duo-Past Corp.—Page 18; On-Line Data, Inc.—Page 22; Ramtech.—Page 24; MiTek Industries, Inc.—Page 26; Crestline.—Page 28; Truswal Systems Corp.—Page 30; Scotsman Buildings.—Page 33; Senco Products Inc.—Page 38; Georgia-Pacific.—Page 39.

March 1992 (Vol. 29, No. 3)

Over 60,000 Celebrate NAHB's 50th Year

Builders descended on Las Vegas, NV, in late January for the NAHB annual convention. Page 12.

(VI) Study: Special Unit Production Climbed 19% Last Year

Special unit (commercial modular) production for 1991 is estimated at 148,000, up 19% year-to-year. The forecast for 1992 is 169,000, a 14% increase. George Rosenbaum reports on this study conducted exclusively for *Automated Builder*. Page 16.



welcome home.

FLEETWOOD ENTERPRISES, INC. is the national leader in the production of quality travel trailers, motor homes and manufactured housing with annual sales exceeding \$1.6 billion. We seek career minded individuals to initially learn, work, and have fun in one of our high volume manufactured housing plants. We currently have a 20% national housing market share with expansion plans which will provide additional promotional opportunities based on performance.

- General Managers
- Ass't. Production Managers
- Production Supervisors
- Quality Assurance Managers
- District Sales Managers
- Production Managers
- Service Managers

Send your resume by fax (909) 351-3312 or mail to: Fleetwood Enterprises, Inc., 3125 Myers Street, Riverside, CA 92503, Attn: Vic Van Audenhove, HR Dept. No phone calls please. Any further contact will be initiated by the company. An Equal Opportunity Employer M/F.

FLEETWOOD

HIGH Quality Low Cost Locksets

For Residential and Commercial Mobiles, Modulares and Panelized!

Here's your opportunity to dress up your units with privacy and passage locksets which won't bust your purchasing or your labor budgets!

- Elegant appearance in coffee or almond tones.
- Extruded from space-age styrene--never a static shock.
- Fast, one-screw installation.
- Big quantity discounts.

Call 714-523-0457

Pacific Hardware Sales

5491 Jonesboro, Buena Park, CA 90621

Automated Builder 1992 Editorial Index

Index to feature articles that appeared in the January through December 1992 Editions of *Automated Builder*.

Key: Roman numerals in parenthesis before each item indicate the type of company covered in the articles: (I) Production Builder, (II) Panelized Home Builder, (III) HUD-Code (Mobile) Home Manufacturer, (IV) Modular Home Manufacturer, (V) Component Manufacturer, (VI) Commercial Building (Special Unit) Manufacturer, (VII) Dealer/Builders. Some firms operate more than one kind of business—in this index they are classified according to article content.

NOTE: Back issues and reprints of articles are available as supplies permit from *Automated Builder*. If requested articles are more than six months old, copies are more easily obtained direct from *Automated Builder's* microfilm service at a nominal charge. Contact: University Microfilms, 300 N. Zeeb Rd., Ann Arbor, MI 48106-1346. Telephone: (313) 761-4700.

January 1992 (Vol. 29, No. 1) Exclusive "State of the Industry" Report

- Overall housing production dropped 17% in 1991. Page 12.
- (II) Quality Homes Spell Success for SSG's Sales to Israel
Shelter Systems Group executives talk about the firm's method for packing its exported panelized home packages for easy unloading when the homes reach Israel. Page 15.
- (II) Panelizer Exporting Townhomes to Poland; Studying Market
Keith Anthony, a Maryland-based panelized homebuilder is shipping townhomes to Poland while crediting the Panel Shop from Menasco Systems for helping him keep pace. Page 20.
- Upbeat BSC Crowd Gets Foreign Trade, Energy Info
400 home producers and exhibitors gathered for Showcase '91. Page 24.
- ASI Trailers Builds No. 500
Automation Sales Inc.'s history and philosophy. Page 28.
- (II) Eagle's Nest Homes Offers Start-Up Opportunity
Eagle's Nest Homes, Canton, GA, announced an opportunity for builders. Page 30.
- Automated Builder's 1992 Buyer's Guide
Annual listing of products and services of companies serving the industrialized housing builders of North America. Product Directory, Page 34. Company Directory 40.
- Housing Industry Mourns Passing of 3 Giants
Richard James Dye, Robert Martin Englebrecht and Earl Schuette died last fall. Page 49.
- 'Energy Trends' Study Focuses on Computer Use
Compares home-building computer use in three nations. Page 50.

New Civil Rights Law Affects Builders

James A. Reardon, consultant, looks at the new law's impact on builders. Page 51.

February 1992 (Vol. 29, No. 2)

- (VI) MMOA Set to Meet in Florida Feb. 26-28
The Mobile Modular Office Assn. previews its annual convention in Fort Lauderdale, FL. Page 17.
- (V) Building Component Producers Need to Attend BCMC '92
Report from Robert Ward, president, Wood Truss Council of America, BCMC co-sponsor. Page 17.
- New Heat Pump Boosts Efficiency 33%, Cuts Noise 50%.

A new split-system heat pump by Nordyne. Page 20.

Product Spotlight: Windows & Doors

Manufacturers show off their best products. Page 32.

Single-Screw Locksets Install as Easy as Light Bulbs

Automated Builder recently put the new locksets from Pacific Hardware Sales to the test. Page 34.

Industrial Coalition Working to Put America Back on Top

The Coalition for American Industrial Ascendancy wants to be a focal point for the revival of the U.S. industry. Page 36.

Where Top Industrialized Building Producers Exported in '91

Israel was the recipient for most of the home packages, followed Germany, Japan, Korea, Mexico and Spain. Page 40.

New Book Defines Automated Building

"Dictionary/Encyclopedia of Industrialized Housing" by Don O. Carlson clarifies little-known industry. Page 43.

Plastic Lumber Companies of North America

Plastic lumber and related firms that process and/or distribute recycled plastic products (courtesy Plastics News). Page 46.

PMHA, MHI Holding OEM Supplier Show in June

Original Equipment Manufacturer Supplier Show scheduled for June 17-18 in Hershey, PA. Page 47.

Estimating Software 1 Reason for Success Last Year—Firm

ABV Construction credits estimating software from Workhorses Inc. for making 1991 big. Page 50.

Reports From Companies Making Industrialized Housing Go!

Weather Shield Manufacturing.—Page 12; Duo-Past Corp.—Page 18; On-Line Data, Inc.—Page 22; Ramtech.—Page 24; MiTek Industries, Inc.—Page 26; Crestline.—Page 28; Truswal Systems Corp.—Page 30; Scotsman Buildings.—Page 33; Senco Products Inc.—Page 38; Georgia-Pacific.—Page 39.

March 1992 (Vol. 29, No. 3)

Over 60,000 Celebrate NAHB's 50th Year

Builders descended on Las Vegas, NV, in late January for the NAHB annual convention. Page 12.

(VI) Study: Special Unit Production Climbed 19% Last Year

Special unit (commercial modular) production for 1991 is estimated at 148,000, up 19% year-to-year. The forecast for 1992 is 169,000, a 14% increase. George Rosenbaum reports on this study conducted exclusively for *Automated Builder*. Page 16.



welcome home.

FLEETWOOD ENTERPRISES, INC. is the national leader in the production of quality travel trailers, motor homes and manufactured housing with annual sales exceeding \$1.6 billion. We seek career minded individuals to initially learn, work, and have fun in one of our high volume manufactured housing plants. We currently have a 20% national housing market share with expansion plans which will provide additional promotional opportunities based on performance.

- General Managers
- Ass't. Production Managers
- Production Supervisors
- Quality Assurance Managers
- District Sales Managers
- Production Managers
- Service Managers

Send your resume by fax (909) 351-3312 or mail to: Fleetwood Enterprises, Inc., 3125 Myers Street, Riverside, CA 92503, Attn: Vic Van Audenhove, HR Dept. No phone calls please. Any further contact will be initiated by the company. An Equal Opportunity Employer M/F.

FLEETWOOD

HIGH Quality Low Cost Locksets

For Residential and Commercial Mobiles, Modulares and Panelized!

Here's your opportunity to dress up your units with privacy and passage locksets which won't bust your purchasing or your labor budgets!

- Elegant appearance in coffee or almond tones.
- Extruded from space-age styrene--never a static shock.
- Fast, one-screw installation.
- Big quantity discounts.

Call 714-523-0457

Pacific Hardware Sales

5491 Jonesboro, Buena Park, CA 90621

(IV) Nationwide Claims Speed Record for Erecting 2-Story Home

Modular producer Nationwide Homes developed several innovative ways to reduce on-site construction prior to erecting and finishing a two-story home in less than 20 hours. Page 18.

(V) Component Industry 'Brain Food' Served at Alpine Workshop

The 21st-annual Alpine Engineered Products Workshop in January at Palm Beach, FL. Page 20.

(IV) Rural Minnesota Stick Builder Adds Modulars to Portfolio

Blake Witmel, a well-known site-builder around Madison, MN, talks about the benefits of adding modulars from modular producer Dynamic Homes to his portfolio. Page 25.

Product Spotlights: Hand-Held Power Tools

A half-dozen models—some new, some established favorites—take center stage. Page 27.

(II) New Crane Fleet for NBS to Transport, Erect Components

National Building Systems, Effingham, IL, acquired tractors and cab-over cranes. Page 44.

April 1992 (Vol. 29, No. 4)

(VI) MMOA Holds First Convention Since Reorganizing

The Mobile Modular Office Assn. held its ninth-annual convention—but its first since the group reorganized and appointed Roy Van Doorn executive director/president last spring. Page 12.

Exclusive 1991 Housing Market Map

State-by-state listing of last year's housing starts, HUD-Code home shipments, and existing home sales, plus the top 10 states in each category. Page 16.

Best Seller Homes

Industrialized housing producers from across the country have submitted their best selling models for viewing. Page 20.

Reports by Firms Making Industrialized Housing Go!

Alpine Engineered Products—Page 25; Champion Supply Company—Page 36; Ted Dasher & Associates—Page 24; Duo-Fast Corporation—Page 26; Georgia-Pacific Corporation—Page 35; National Building Systems (Midwest states)—Page 34F; Nationwide Homes (Middle Atlantic states)—Page 34B; Nordyne, Inc.—Page 30; On-Line Data, Inc.—Page 18; PFS Corporation—Page 28; Simpson Strong-Tie Company, Inc.—Page 32; Truswal Systems Corporation—Page 38; Weather Shield Manufacturing, Inc.—Page 34.

May 1992 (Vol. 29, No. 5)

(V) BCMC Atmosphere Augurs Well for Upswing in 1992

The atmosphere at the Building Component Manufacturers Conference seemed to send the message: The housing recession is history. Page 12.

Sergey Kolegov Plans to Take 2X4 System Back Home

Russian housing official Sergey Kolegov shares his views with Automated Builder. Page 16.

(VII) PA Manufactured Home Show Attracts Big Crowd

Harrisburg, PA, event drew 2,460 trade reps, 200 politicians and 7,000 consumers. Page 17.

(VII) Software Helps Lindal Dealer Increase Cash Flow

A dealer for Lindal Cedar Homes says new design software has increased client retention by 25% and generated more cash flow. Page 18.

Steel Profile With Nail Plate Has Many Applications

The versatile Karhu Beam is a recent invention from Finland and is now being marketed in the United States. Page 19.

(II) 'Affordability' May Make Starter Homes More Lucrative

When James D. Kirk, Jr. criticizes builders and developers for not offering "quality housing affordable to moderate income families" he is quick to provide his own solution: the "Affordable System." Page 20.

(IV) Affordability, Flexibility Keys in New Kaplan Models

Modular manufacturer Kaplan Building Systems unveiled two models in March. Page 21.

Best Seller Homes

Industrialized housing producers from across the country continue displaying their best selling models in this second installment. Page 22.

Fibre Joint Compound Ends Wallboard Taping

Solid Products Inc. was awarded a patent for its Fibre Joint compound, a new system for finishing gypsum wallboard without taping. Page 26.

(IV) Modular Home Producers Annual Survey, Ranking

Residential modular producers responding to Automated Builder's annual survey reported a \$553 million gross sales volume for 1991. Page 35.

June (Vol. 29, No. 6)

(V) New Machine + 2 Men = 637 Gambrel Trusses in 8 Hours

Thanks to a new multi-head machine, a two-man crew at Trusty Building Components Co. recently turned out an astonishing 637 truss frames for gambrel roof sheds in one eight-hour shift. Page 12.

(V) Truss Industry Pioneer Never Stops Pushing For Progress

Harry Hansen, president, Component Systems & Services, discusses what he's seen in the component industry since entering it in 1956. He also shares other stories from his remarkably unique life. Page 14.

(II) CABO Report Gives to Nod Insulated Welded-Wire Panels

New Structural Thermal Panel by Insteel has been certified as complying with construction standards required by regional building code authorities across the United States. Page 24.

Widened 'Streets of Reality' Pave Way to Success

Minnesotans were crowding the "Streets of Reality." Page 26.

(II) New Plastic House for Whole World, Extruder Says

Vic De Zen thinks he has a house for the whole world. He has distributors in 10 countries and more are signing up to market the polymer plastic and concrete building system. Page 28.

Mid-Year New Product Report

Expanded coverage of what's new for industrialized builders. Page 30.

(II) Panelizers Report \$347.7 Million Gross Sales Volume

The 35 qualified respondents to Automated Builder's annual survey of panelized/pre-cut home producers report their 1991 activity. Page 34.

July 1992 (Vol. 29, No. 7)

(V) KHM Components 'Mobilizes' to Find Market Niche

What began five years ago as a single modified vehicle is now a division of The Ridge Lumber Co. in Baltimore. Page 17.

(II) Steel-Frame Component System Reduces Costs

Novatek International, Boynton Beach, FL, recently introduced a construction system of steel-frame components. Page 18.

Product Spotlight: Cabinetry & Molding

Page 20.

(VII) Indiana MH Show Set for Aug. 11-16

The annual Midwest Manufactured Housing & Recreational Vehicle Show at Notre Dame University in South Bend, IN, is previewed. Page 43.

Reports From Companies Making Industrialized Housing Go!

Alpine Engineered Products—Page 28; Component Systems & Services—Page 30; Duo-Fast Corporation—Page 33; Georgia-Pacific Corporation—Page 29; Hoover Treated Wood Products, Inc.—Page 35; Kaplan Building Systems (Northeast states)—Page 34A; MiTek Industries, Inc.—Page 24;

MOD/NET

Employment Network

Permanent/Temporary/Sub-Contract

Economical and Effective
Recruiting Services for

**Manufacturers
&
Dealers**

**Executives
Management
Supervision
Sales & Leasing
Professionals**

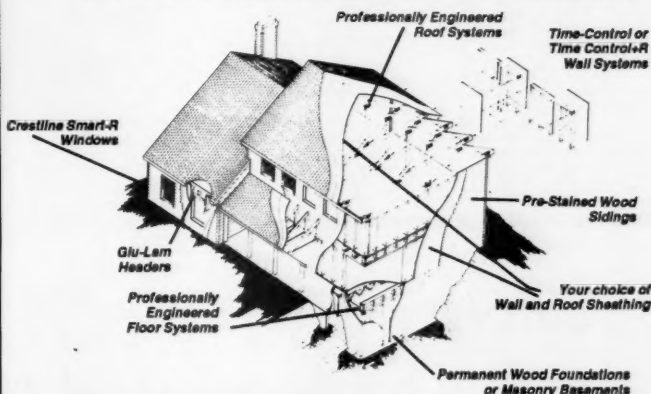
STRICTLY CONFIDENTIAL!

Ask about
Job-Line
THE Newsletter

1-800-289-JOBS

FAX (714) 768-2857

CUSTOM BUILT FRAMING PACKAGE?



YOU BET! ALH Building Systems specializes in designing, engineering and building highly customized framing packages to your specifications. We offer a complete framing service to provide you a weather-tight structure in a few short days. Guaranteed prices and delivery make planning easy.

Time is money.

Call today and send your plans for a quote.

ALH BUILDING SYSTEMS
US 224 West P.O. Box 288
Markle, IN 46770

219-758-2141

Don't wait!
Put The Building Advantage® to work for you!

MSR Lumber Producers Council—Page 26; Nationwide Homes (Mid-Atlantic states)—Page 34D; On-Line Data, Inc.—Page 32; Residential Warranty Corporation—Page 36; Senco Products, Inc.—Page 27.

August (Vol. 29, No. 8)

(I) Bigelow Homes Guarantees Annual \$200 Heating Bill

If the home owner's heating bill in the rigorous Chicago climate exceeds the \$200 written guarantee, this Palatine, IL, builder pays the difference. And he's never had to pay a dime. Page 10.

(II) Barrier System Warming Up Buyers, Builders

Lincoln Environmental Services' new Barrier System combines energy efficiency with sound control, and buyers are responding. Page 14.

(V) Firm Automates Ener G Block Production

The polystyrene Ener G Block is now being produced by machine. Page 16.

(II) Rocky Mountain Log Homes Merges Rustic, Modern

Log home producer was founded by a real estate agent searching for his own dream home. Page 20.

Luxury Homes

Top-of-the-line designs for this full-color, annual report. Page 22.

Product Spotlight

Appliances and framing and finish hardware share the stage. Page 30.

HVAC Tabs Evcon to Sell Fiber Glass Duct Systems

Insulated fiber glass duct board supplier appointed Evcon Industries to market its products. Page 33.

Showcase '92: Premier Event for Systems Builders

What's on tap for the annual BSC convention and expo November 2-4 in Orlando, FL. Page 35.

September (Vol. 29, No. 9)

(V) Hines Lumber Co. Unveils State-of-the-Art Plant

Don Martens, general manager, explains the mission of the new state-of-the-art Edward Hines Building Components Division, formed by the 100-year-old lumber company. Page 10.

(II) ALH Succeeds as 'Service Business to Builders'

"We look at our business as a service business for builders," says Maurice Cossairt, vice president sales, ALH Building Systems, Markle, IN, a producer of custom paneled homes since 1973. Page 14.

(V) Computerization Brings Success to Superior Truss Co.

Being one of the most fully automated truss manufacturers in the world offsets rural Superior Truss Co.'s geographical handicaps. Page 17.

(VI) Scotsman Plant: 'We Can Build About Anything'

"We can build about anything," says Dave Preston, vice president manufacturing at The Scotsman Group's flagship plant in So. Whitley, IN. Page 20.

(IV) Modular Built By Stratton Homes Wins National Contest

Modular producer Stratton Homes and Abacus Architects teamed to win a contest in designing a home for "non-conventional" families. Page 24.

(IV) Veteran Modular Engineer Touts Steel Framing

After more than 25 years manufacturing modulars exclusively using steel-frames, engineer George H. Matthews is writing to "clear up some of the misunderstandings related to light-gage steel." Page 30.

(V) Component Producers Report \$465 Million GSV

The 85 qualified respondents to Automated Builder's exclusive annual survey of North American component producers reported a total 1991 gross sales volume of \$465.2 million. Page 32.

October 1992 (Vol. 29, No. 10)

(II) Finland's Million-Dollar Wall Panel Lines

Probably the first of its kind in the world, a new wall panel line at Finnish Timber Houses is producing brick veneer wall panels. Another fabricates walls for 800 homes a year—using little manpower. Page 10.

Finland's Makron Is a Master Machinery Producer

Founded in 1965, Makron Companies of Finland has grown into world-class automated machinery supplier. Page 14.

(V) California Panelizer Picking Up the Pace

Pacesetter Building Systems, Modesto, CA, is blazing a trail into one of the nation's last bastions of stick framing. Page 16.

Coleman HVAC Products Have Long History

Coleman has been serving manufactured housing producers since it developed a cook stove for the fledgling trailer industry in 1934. Page 24.

Insulated Duct Board is Key to Efficiency

HVAC Supply Co. reports on new advances in duct systems for manufactured housing. Page 26.

Product Spotlight: HVAC Products & Water Heaters

These systems could add sales-appeal to new homes of 1992 and '93 by minimizing utility bills while maximizing comfort. Page 28.

(VII) Indiana Manufactured Home Show

Full-color report on the 38th-annual Midwest Manufactured Housing & Recreational Vehicle Show. Page 30.

Showcase '92 Arriving With Packed Agenda

The Building Systems Council's seventh-annual convention and exposition, Nov. 1-4 at the Buena Vista Palace, Orlando, FL, has attracted a landslide number of vendors and registrants. Page 34.

(III) HUD-Code Home Producers Report \$2.5 Billion

Firms responding to Automated Builder's annual survey of HUD-Code home manufacturers reported a total gross sales volume of approximately \$2.5 billion for 1991. Page 36.

November (Vol. 29, No. 11)

(V) Laser Projection System Cuts Set-up Time 50%

In Keitele, Finland, engineers at that country's biggest truss manufacturing plant have developed a laser-light projection system. Page 10.

Finland's Inventors Unveil Top-Notch Technology

Automated Builder was in Riihimäki, Finland for a ceremony honoring the year's best in Finnish inventions. Page 15.

Winds of Change for the Building Industry?

Doug Burns had an appointment with a Dade County building inspector to receive an occupancy certificate for a modular home he had erected in Homestead, FL. Hurricane Andrew arrived first. Page 23.

Tri Concepts Talent Solves Tough Problem

When the Booth family began the steps toward building their five-bedroom, six-bath dream home, they had no idea what lay ahead. Page 25.

CAD/CAM Report

Latest software designed specifically for industrialized builders. Page 28.

(V) Wood, Concrete Combined in Light-Industrial Buildings

Light-industrial buildings by Sheller Systems, Hainesport, NJ, are introducing new concepts in wood and concrete construction. Page 51.

Reports From Companies Making Industrialized Housing Go!

Advanced Equipment Systems, Inc. (Alpine)—Page 50; Cal Asia Truss Engineering Services, Inc.—Page 48; ComSoft, Inc.—Page 34; Duo-Fast—Page 22; Georgia-Pacific—Page 32; Hal-Bilt Homes—Page 36; Mittek Industries, Inc.—Page 38; Nationwide Homes—Page 50D; Residential Warranty Corp.—Page 40; Scotsman Buildings—Page 26; Senco Products, Inc.—Page 30; Simpson Strong-Tie Company, Inc.—Page 42; Truswal Systems Corp.—Page 44; Triad/Merrick Machine Co.—Page 46.

December (Vol. 29, No. 12)

(V) Charles Harnden Wins Achievement in Housing Award

Co-founder of Alpine Engineered Products Inc. received the award at the recent Building Systems Councils convention in Orlando, FL. Page 10.

(V) Karhu Beam Finds Dozens of Uses in Construction

Dozens of uses are being developed for the Karhu Beam, a metal, U-shaped channel with teeth punched from the upper horizontal flanges on both sides. Page 14.

(II) Haka Group Seeks Joint Ventures in CIS With U.S. Firms

Finland's conglomerate Haka Group of construction companies has been active in the former Soviet republics for years. Page 16.

Finnish Software Gives In-Plant Builders Many Benefits

Argos, probably Europe's most sophisticated software for industrialized housing design, manufacturing and marketing is beginning to establish a firm beachhead in the United States. Page 18.

Product Spotlight

The latest in home automation and security systems, plus a catalog from an outfit with all the latest gadgets to amaze home buyers. Page 20.

(III) Computerized Saw Saving Plant \$22,000 Each Year

Fleetwood Enterprises recreational vehicle plant in La Grande, OR, is praising its new PF Cutting Model 90 cut-off saw. Page 25.

(IV) MABSC Stages Multi-Million-Dollar Mile of Modulars

The newly created Mid-Atlantic Building Systems Council staged its first modular show in late October at the Hershey, PA, airstrip. Page 27.

(IV) KBS: Builders Warning to Winter Incentive Program

Kaplan Building Systems reported builder response to its new winter incentive promotion is growing hotter as the Northeast gets colder. Page 28.

Top 100 Industrialized Builders Ranked By Gross Sales

Encore for highest grossing companies in this year's survey series. Page 29.

(III) New Seminars, Streamlined Networking at Louisville '93

Preview of Louisville Manufactured Housing Show, Jan. 13-15. Page 39.

How can you profit from time spent in front of the tube?

With TrusManager™.

Call 800-521-9790 for more information.



1101 N. Great Southwest Parkway, Arlington, Texas 76011

Circle Reader Service No. 22

